

## Message Text

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PAGE 01 STATE 068534  
ORIGIN COME-00

INFO OCT-01 EUR-12 ISO-00 EB-08 MCE-00 CIAE-00 INR-10  
NSAE-00 DODE-00 L-03 TRSE-00 /034 R

DRAFTED BY COMM/BED/OED/SIPS/WRHAYDEN/BC  
APPROVED BY EB/OCA/CM/SPHARRIS  
COMM/BED/OED/OBOD/TTTURQMAN  
DOD/ISA/JMILLER(INFO)  
STATE/EUR/RPM/EREHFEID(INFO)

-----028568 171706Z /41

P 170044Z MAR 78  
FM SECSTATE WASHDC  
TO AMEMBASSY THE HAGUE PRIORITY  
INFO USMISSION USNATO PRIORITY

UNCLAS STATE 068534

E.O. 11652: NA

TAGS: BEXP, NL, NATO

SUBJECT: PRODUCT OPPORTUNITY - SHAPE DIGITAL VOICE  
TERMINAL

REF: THE HAGUE 854

1. SUBJECT TENDER ANNOUNCED MID-FEBRUARY, MAKING IT  
POSSIBLE FOR NATO/EUROPEAN COMPANIES TO HAVE IMMEDIATE  
ACCESS TO BID DOCUMENTS. ON THE OTHER HAND, TENDERS SENT  
BY SHAPE TECHNICAL CENTER/(STC) TO U.S. WERE RECEIVED  
FIRST WEEK OF MARCH. USDOC/SIPS HAS BEEN INFORMED THAT  
GTE IS COMPETING, BUT TO COMPLETE THE BID AND RETURN  
IT TO STC BY DEADLINE MARCH 20, 1978 IS IMPOSSIBLE.

2. IN VIEW OF GTE'S UNDERSTANDABLE INABILITY TO COPE WITH  
SHORT LEAD TIME OFFERED THEM, THE EMBASSY'S ASSISTANCE WILL  
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BE GREATLY APPRECIATED IN ATTEMPT TO GET A BID DEADLINE  
EXTENSION. IF IT IS NOT POSSIBLE TO GET APPROVAL OF THIS  
PREFERABLE COURSE, A SECOND ALTERNATIVE WOULD BE SHAPE  
ACCEPTANCE OF DELIVERY OF BID DOCUMENTS TO USDOC/SIPS BY  
DEADLINE MARCH 20, 1978, WHICH WOULD REQUIRE COMPANY TO WORK  
THROUGH WEEK-END. DELIVERY TO USDOC/SIPS HAS PRECEDENCE IN  
THAT NICSMA HAS PERMITTED THIS PROCEDURE WHEN U.S. COMPANIES

WERE AT A DISADVANTAGE TIME-WISE IN COMPLETING PREPARATION  
OF THEIR BIDS.

3. IF IT IS POSSIBLE TO GET DEADLINE EXTENSION OR  
DELIVERY TO USDOC/SIPS, PLEASE ADVISE USDOC/SIPS BY  
TELEPHONE 202-377-4523 OR TELEX 892536, ATTENTION  
WILLIAM HAYDEN. VANCE

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NNN

## Message Attributes

**Automatic Decaptioning:** X  
**Capture Date:** 01 jan 1994  
**Channel Indicators:** n/a  
**Current Classification:** UNCLASSIFIED  
**Concepts:** n/a  
**Control Number:** n/a  
**Copy:** SINGLE  
**Draft Date:** 17 mar 1978  
**Decaption Date:** 01 jan 1960  
**Decaption Note:**  
**Disposition Action:** n/a  
**Disposition Approved on Date:**  
**Disposition Case Number:** n/a  
**Disposition Comment:**  
**Disposition Date:** 01 jan 1960  
**Disposition Event:**  
**Disposition History:** n/a  
**Disposition Reason:**  
**Disposition Remarks:**  
**Document Number:** 1978STATE068534  
**Document Source:** CORE  
**Document Unique ID:** 00  
**Drafter:** BED/OED/SIPS/WRHAYDEN/BC  
**Enclosure:** n/a  
**Executive Order:** N/A  
**Errors:** N/A  
**Expiration:**  
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**Litigation History:**  
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**Original Handling Restrictions:** n/a  
**Original Previous Classification:** n/a  
**Original Previous Handling Restrictions:** n/a  
**Page Count:** 2  
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**Previous Classification:** n/a  
**Previous Handling Restrictions:** n/a  
**Reference:** 78 THE HAGUE 854  
**Retention:** 0  
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**Review Release Event:** n/a  
**Review Transfer Date:**  
**Review Withdrawn Fields:** n/a  
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**Status:** NATIVE  
**Subject:** PRODUCT OPPORTUNITY - SHAPE DIGITAL VOICE TERMINAL  
**TAGS:** BEXP, NL, NATO  
**To:** THE HAGUE  
**Type:** TE  
**vdkgvwkey:** odb://SAS/SAS.dbo.SAS\_Docs/128417c5-c288-dd11-92da-001cc4696bcc  
**Review Markings:**  
Sheryl P. Walter  
Declassified/Released  
US Department of State  
EO Systematic Review  
20 Mar 2014  
**Markings:** Sheryl P. Walter Declassified/Released US Department of State EO Systematic Review 20 Mar 2014